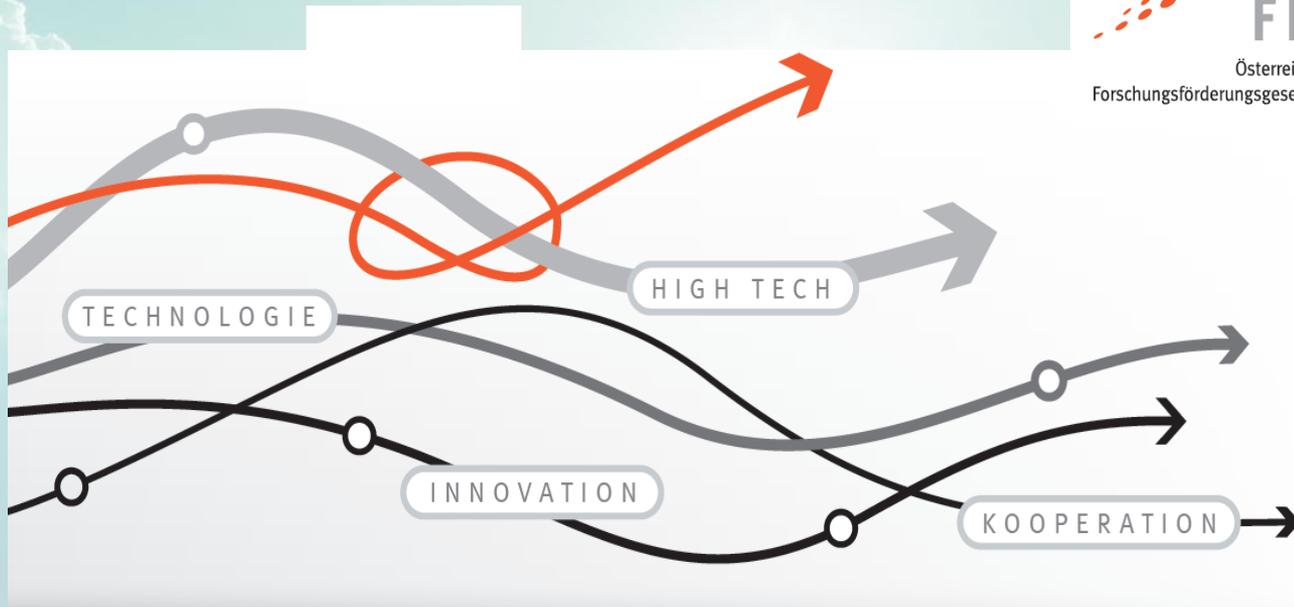


FFG Forum >> Neue Wege



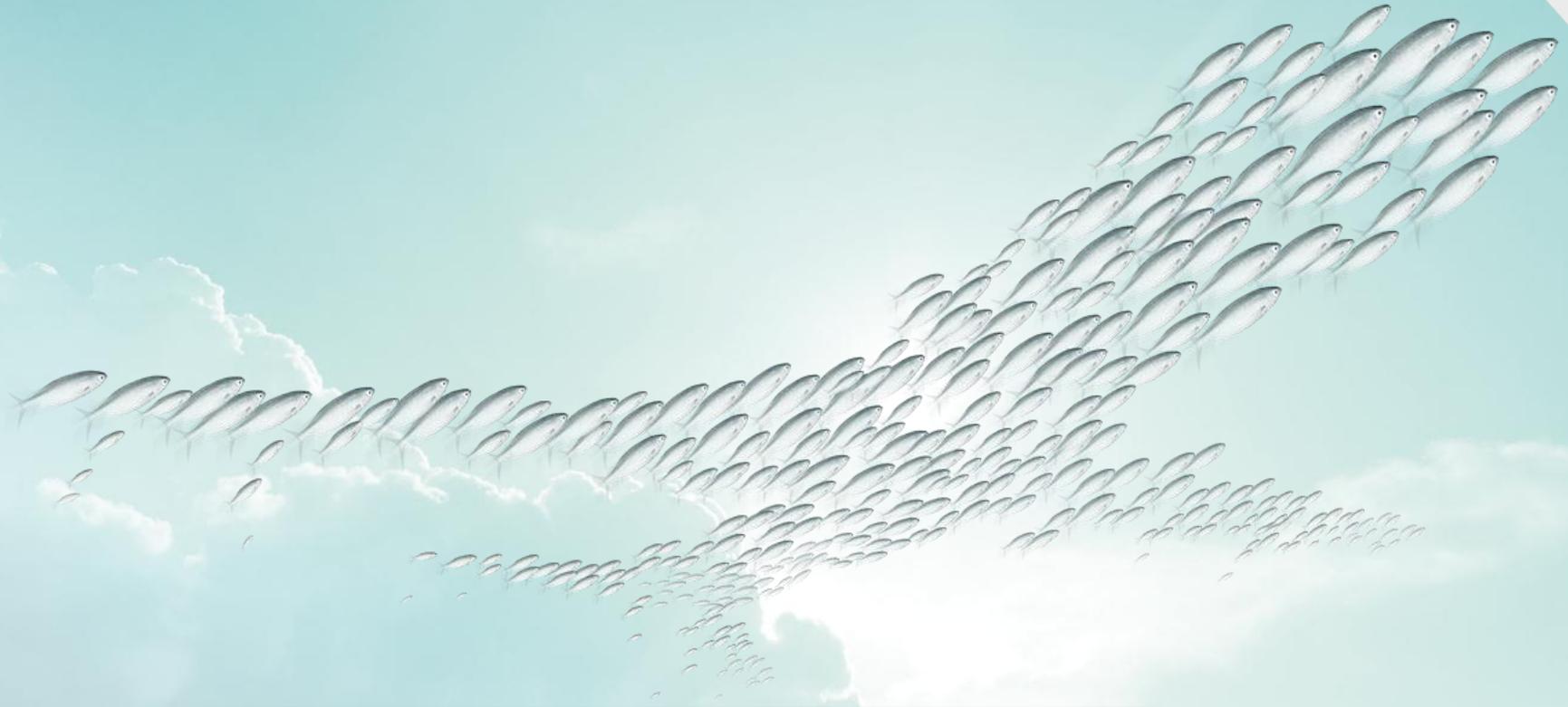
FFG FORUM >> NEUE WEGE

Mittwoch, 12. September 2012
Halle E im MuseumsQuartier, Museumsplatz 1, 1070 Wien

„Neue Wege für den STANDORT“

Standortfaktoren für den Export hoch innovativer Produkte

Walter STEPHAN
Vorstandsvorsitzender FACC AG



Extend Your Expectations

FFG-Forum
Wien, 12.09.2012

Pilot. Passion. Partnership.



Consider everything.
implement the best.
Only the sky is the limit.



What sets us apart

PILOT

We find and offer the best solution

PASSION

We are driven by passion

PARTNERSHIP

We are a reliable partner

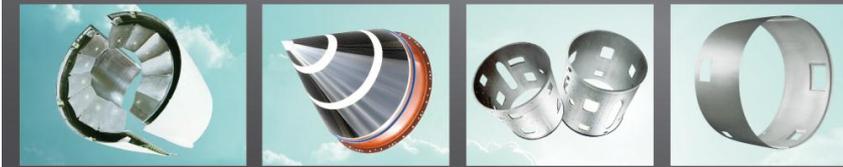
For over 30 years FACC develops and manufactures composite components.
Today, FACC is a leading system integrator and Tier 1 supplier to the global aviation industry.

Our activities are focused

on a defined product portfolio from the product idea to a complex component



AEROSTRUCTURES



ENGINES & NACELLES



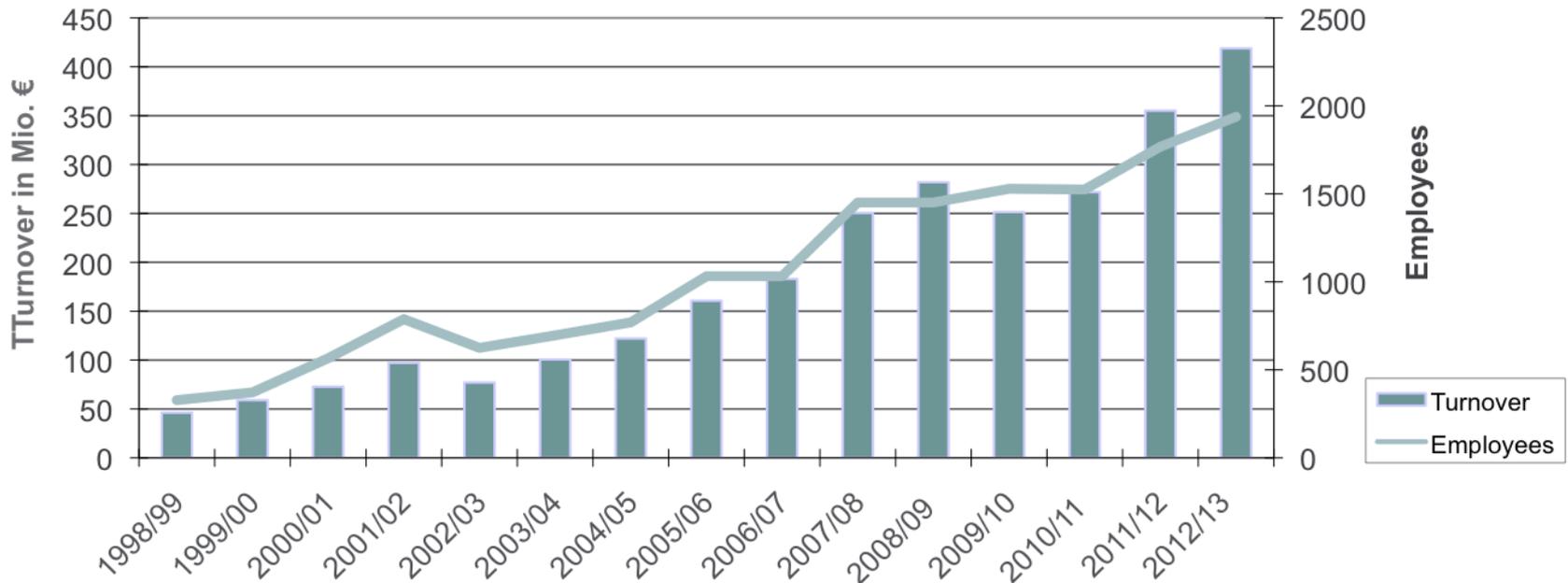
INTERIORS

FACC is a Tier-1 partner with a wide range of services: R & D, Engineering, Manufacturing up to Business Solutions.

Steady growth

as a solid foundation for the future

1981	1987	1989	today
Foundation	First major contract with McDonnell Douglas	Independent company	€ 450 million sales volume; 2,000 employees Leading player with a broad and balanced customer base Innovative product offering tailored to customer Highly experienced management and qualified staff

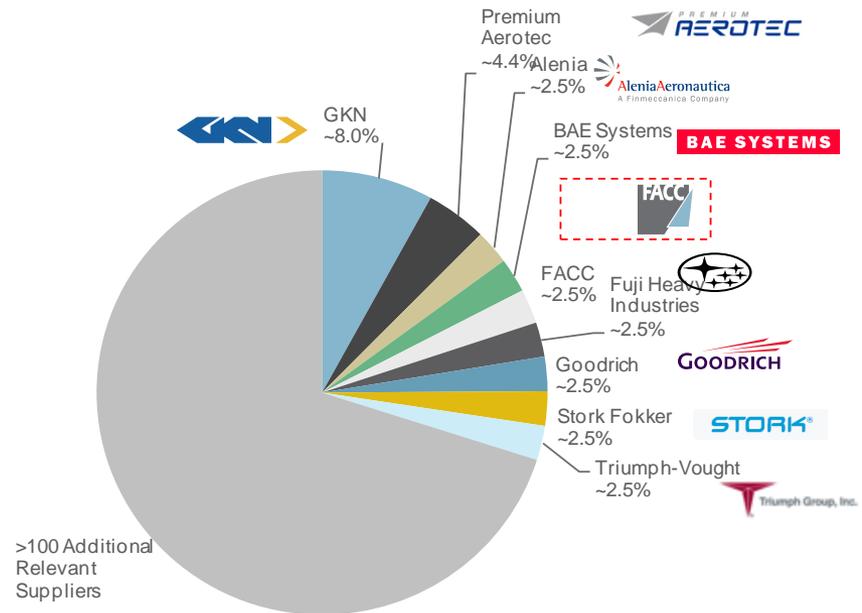


Market Share Evaluation

- Our objective is to be a Leading Tier 1 supplier to the global OEM Aerospace Industry
- We want to grow our business from USD 375 Mio to USD 750 Mio within 3 years.
 - Ramp Up of Flag Ship programs like the A380, B787
 - Rate increase on current programs
 - Entry Into Service for A350 XWB
- Within 5 Years, FACC shall grow to a USD 1.000 Mio company
 - New program opportunities
 - New markets and A/C platforms
 - FACC Services
 - M&A Activity

Leading Aircraft Composite Supplier

Market Share by Structure Composite Revenue in 2009⁽¹⁾



- FACC is one of the top nine suppliers of structure composite components⁽²⁾, with 2.5% or more market share
- >100 players each with less than 2.5% market shares
- We want to grow to a solid Tier 1 Supplier how offers global turn key solutions

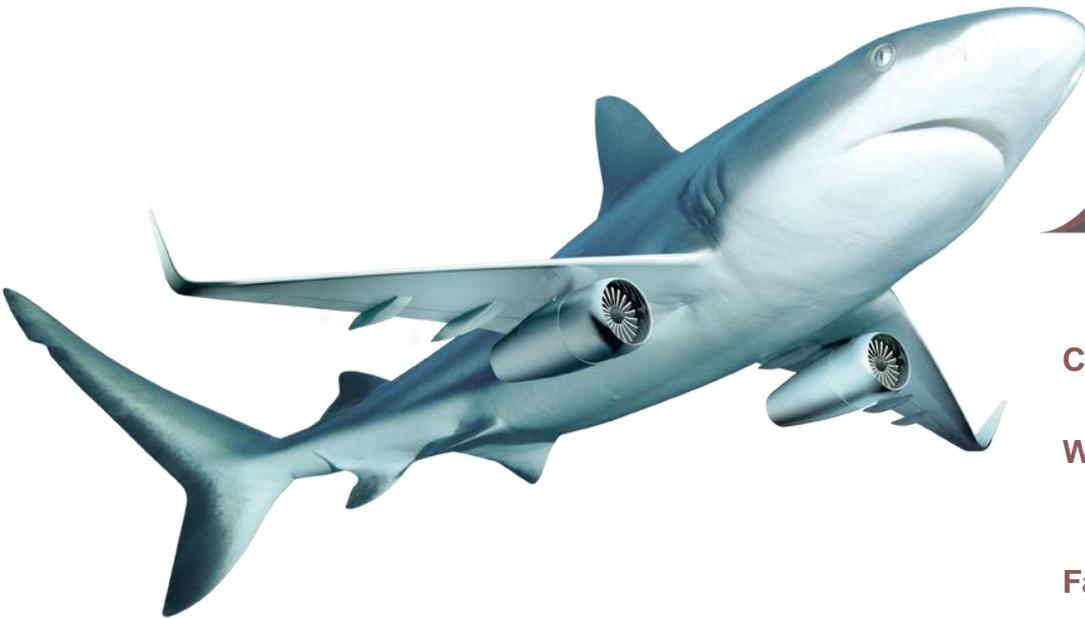
Global customer Network

and longstanding relationship with most leading aircraft and engine manufacturers.



facc **Aerostructures**

Lighter, fully integrated and more efficient



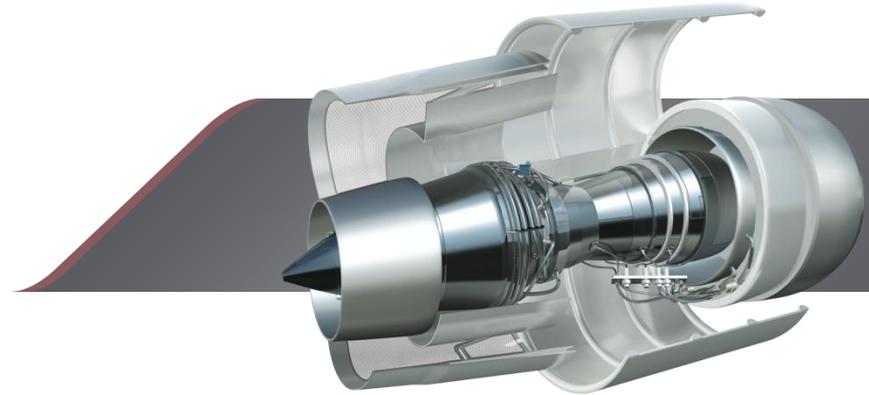
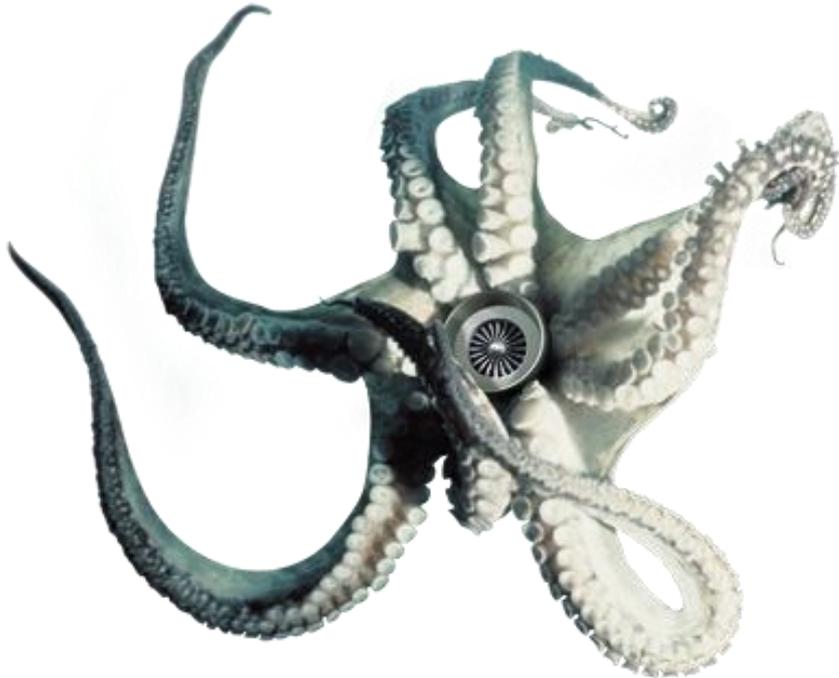
- Control Surfaces** Spoilers, Airbrakes, Flaps, Ailerons, Rudders, Elevators, ...
- Wing components** Winglets, Wing Leading Edges, Wing Panels, Composite Ribs & Spars, Wingboxes, ...
- Fairings** Flap Track Fairings, Pylon Fairings, Wing-to-body Fairings, ...



- Primary and secondary structure
- For wings, empennage and fairings
- FACC provides structural components for all commercial airplanes.

facc Engines & Nacelles

Quieter, lighter and more efficient

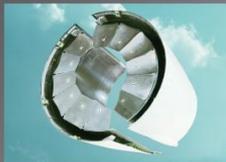


Engine Components

Gas Generator Fairings, Outer Bypass Ducts, Splitter Fairings, Fan Track & Acoustic Liners, Front Acoustic Panels, Spinners, ...

Nacelle Components

Engine Inlets, Fan Cowls, Blocker Doors, Translation Sleeves, Pylon Fairings

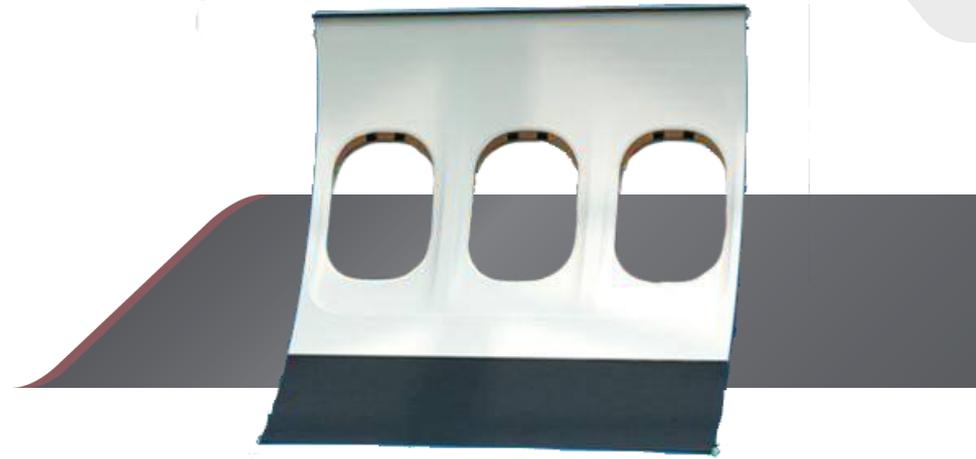


Experience in providing engine fairings & engines which are used in the latest generation engine types.

Pilot. Passion. Partnership.

facc Interiors

Comfortable & functional



Specialist and partner for

Cockpit Linings, Entrance and Service Linings, Main Cabins, Monuments, Cargo Compartment Linings, ...



Complete cabin interiors for

- Passenger and cargo aircraft
- Business Jets
- Helicopters

Our facilities in Austria

For world class, highly efficient & quality production



- Four networked production plants
- Improved logistics and capacity utilization
- Highly qualified and dedicated work force
- Leading edge production technology and a high degree of automation



Our engineering infrastructure

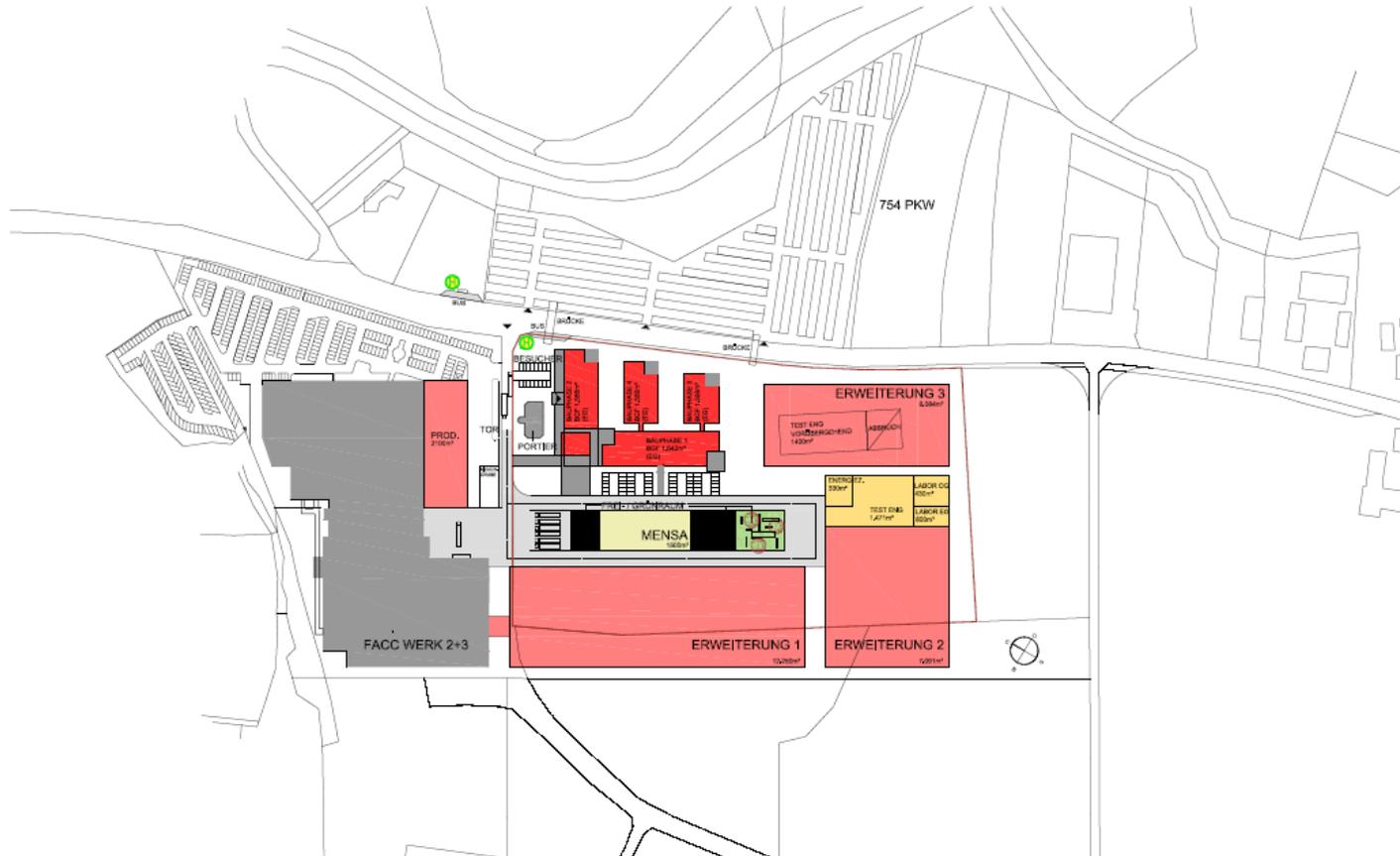
More Brainpower for innovative customer solutions

- Over 300 experts
- Engineering at own facilities and locally at customer
- A global network of experts

5 ranges of capacity:

- Construction
- Material- and process development
- Structural analysis
- Tooling
- Testing

Investments planned



Investments planned



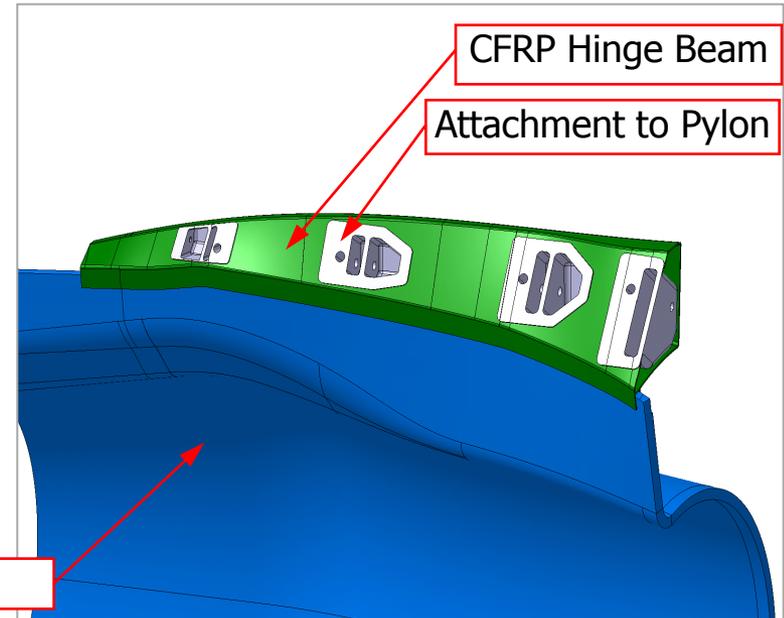
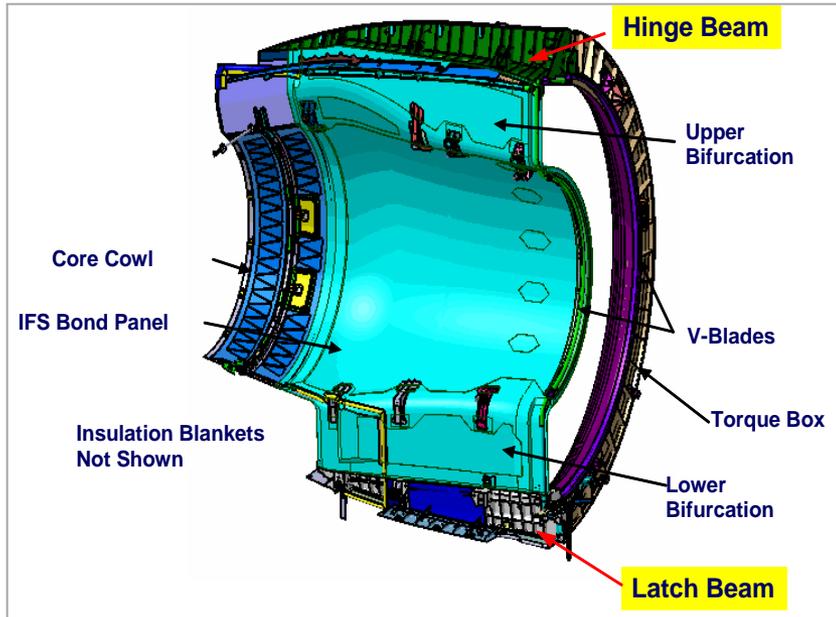
Investments planned

FACC Technologiezentrum



Innovations Structures

Nacelle Application



Future Application on A350 XWB



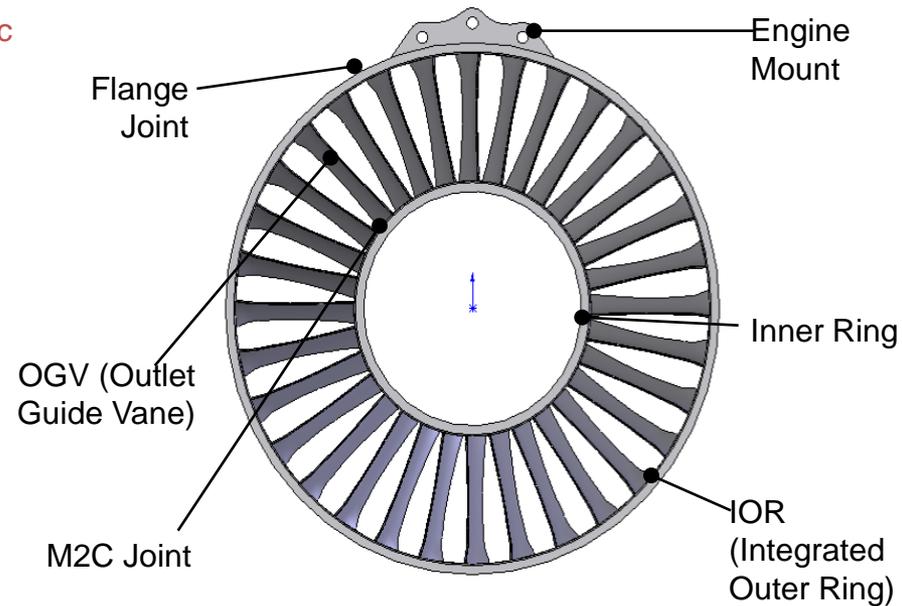
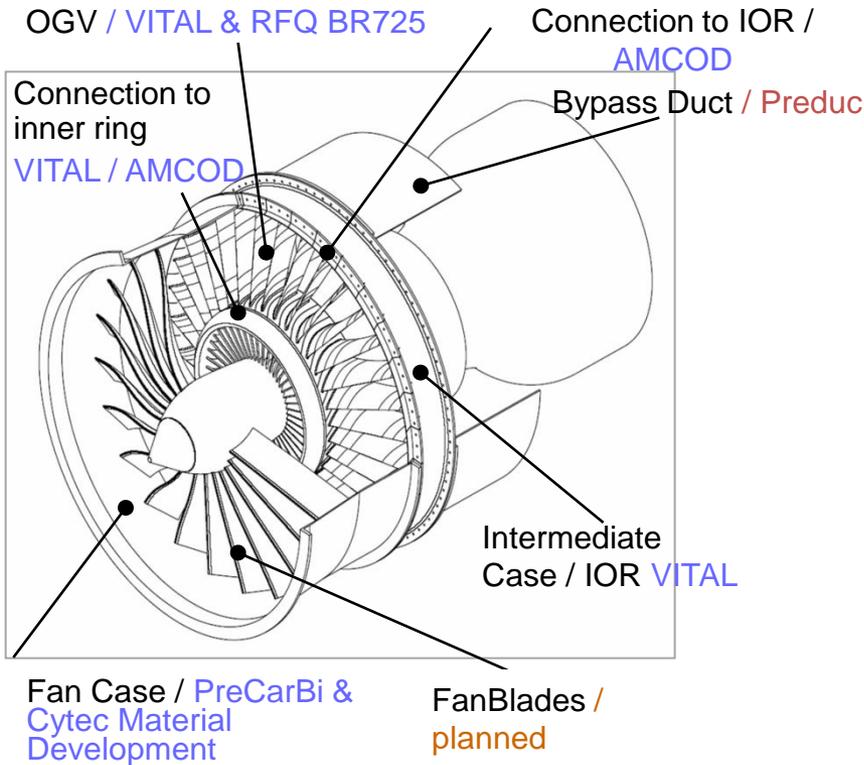
- 30 percent lower in component weight
- no corrosion between metallic components
- cost effective design
- compared to state of the art composite parts

Technology Innovations I/II

European research programmes

Introduction

Environmentally friendly aero engine



Industrial Design Concepts

- Reduce:
 - Split lines
 - Complexity of customizable parts
- Integrate:
 - Air outlets
 - Modern LED technology
- Optimize:
 - Ergonomics for loading & unloading
- ID layout:
 - 2 frame configuration resp.
 - 3 frame configuration realizable
- Spacious impression to PAX



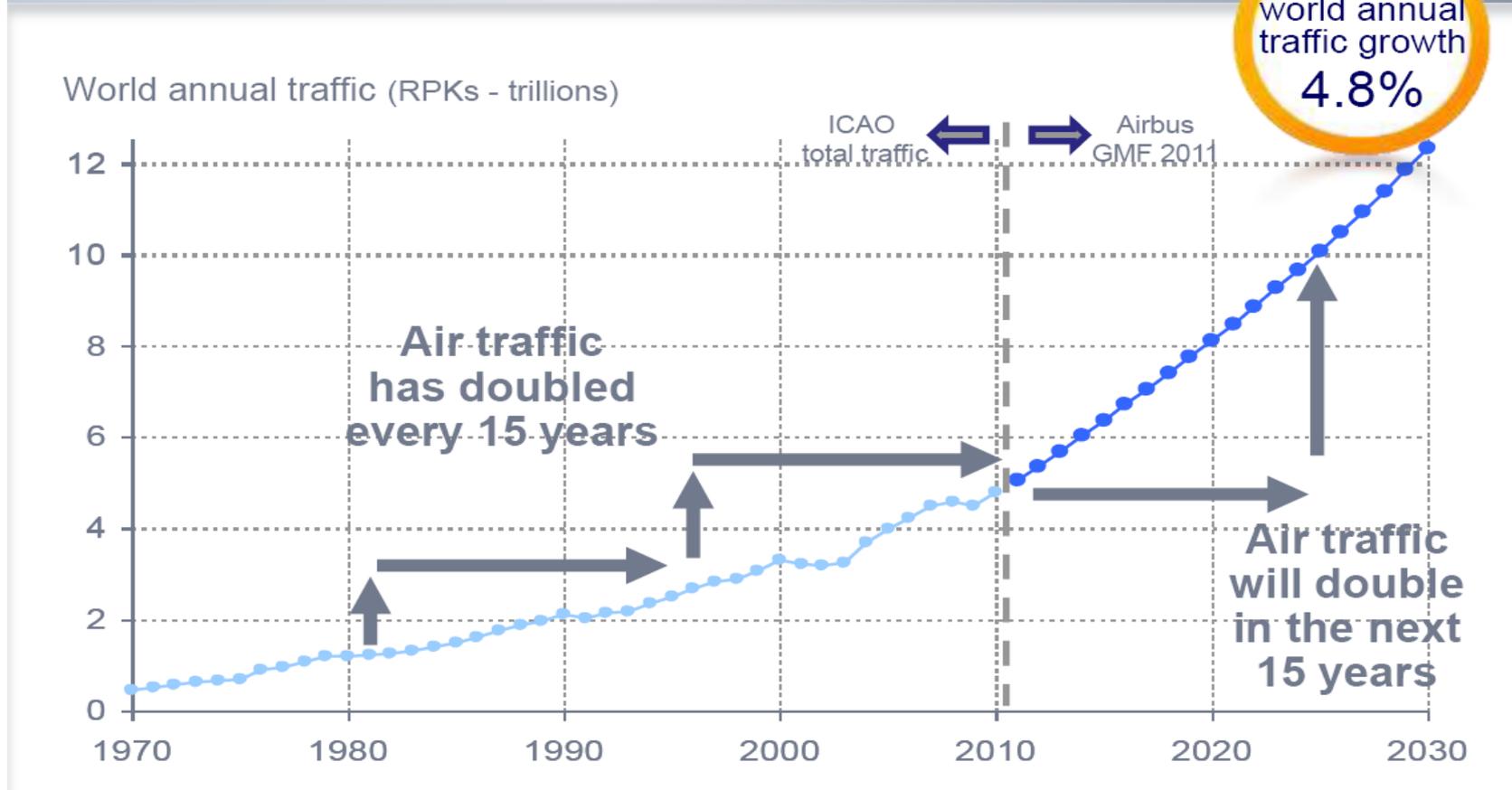
From Austria to the world

Global Engineering & Production footprint for more customer focus



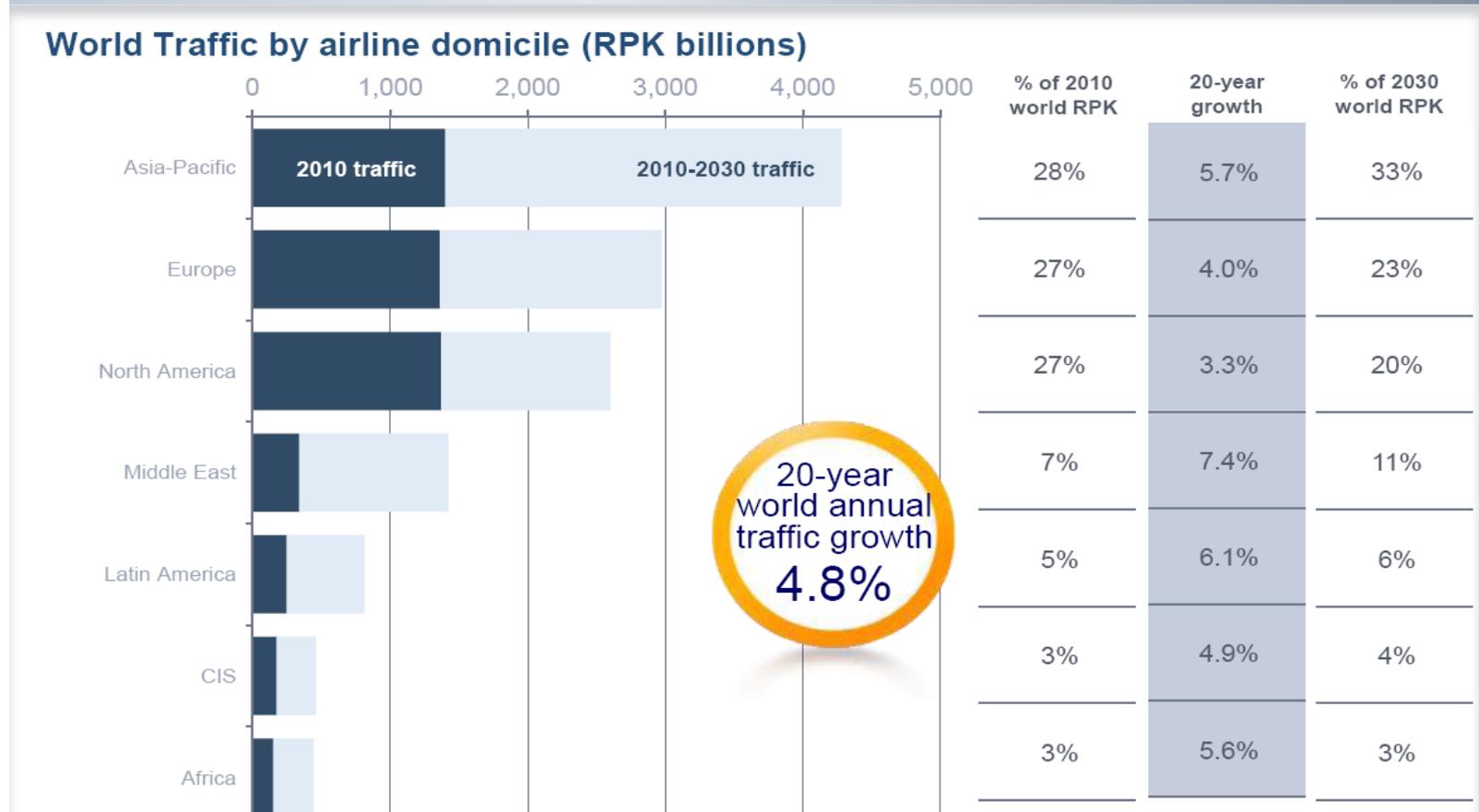
Source Airbus

Air travel remains a growth market



Source Airbus

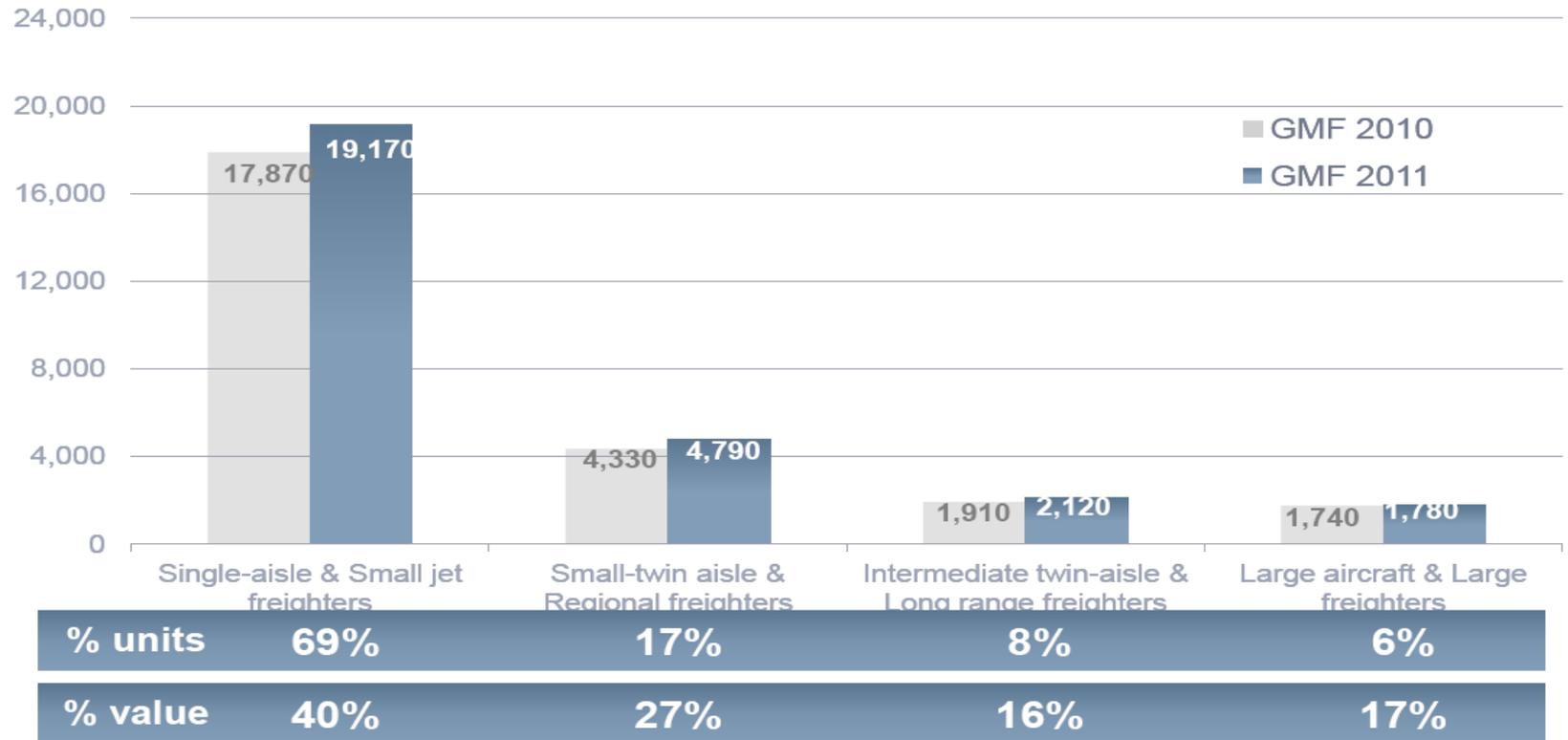
Asia-Pacific to lead in world traffic by 2030



Source Airbus

New aircraft demand will average at ~1,400 per year

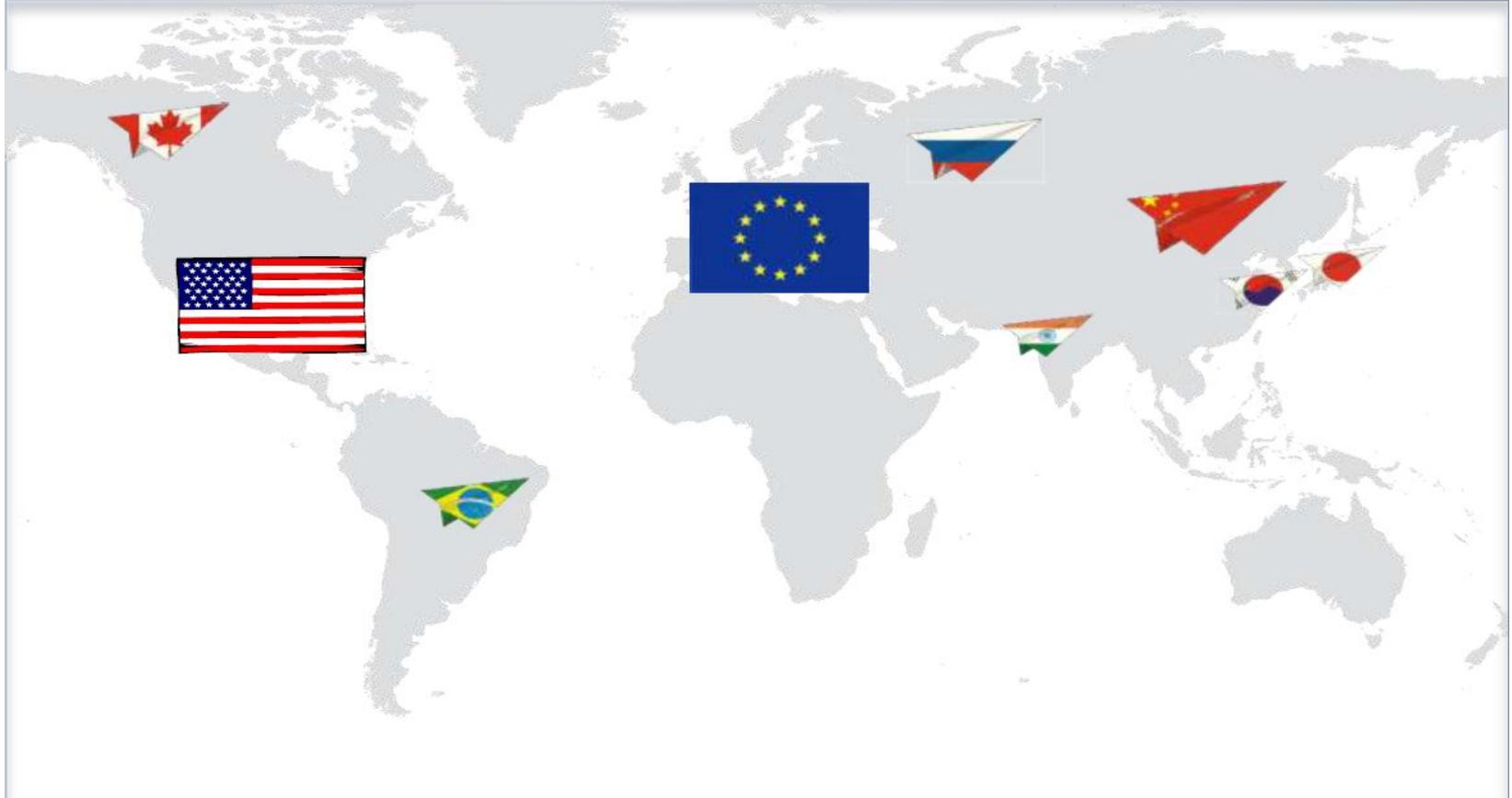
20-year new deliveries of passenger and freighter aircraft



Passenger aircraft (≥ 100 seats) and jet freight aircraft (>10 tons)

Source Airbus

New competition

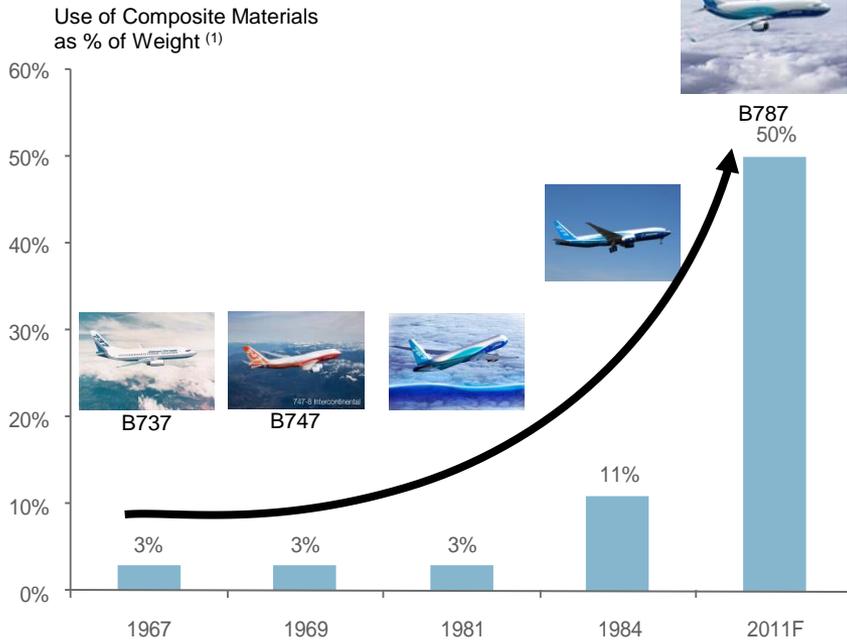


Increasing Use of Composite Materials in Aircraft

The low weight per volume combined with high mechanical strength are driving the increasing use of composite materials in aircraft, led by Airbus and Boeing

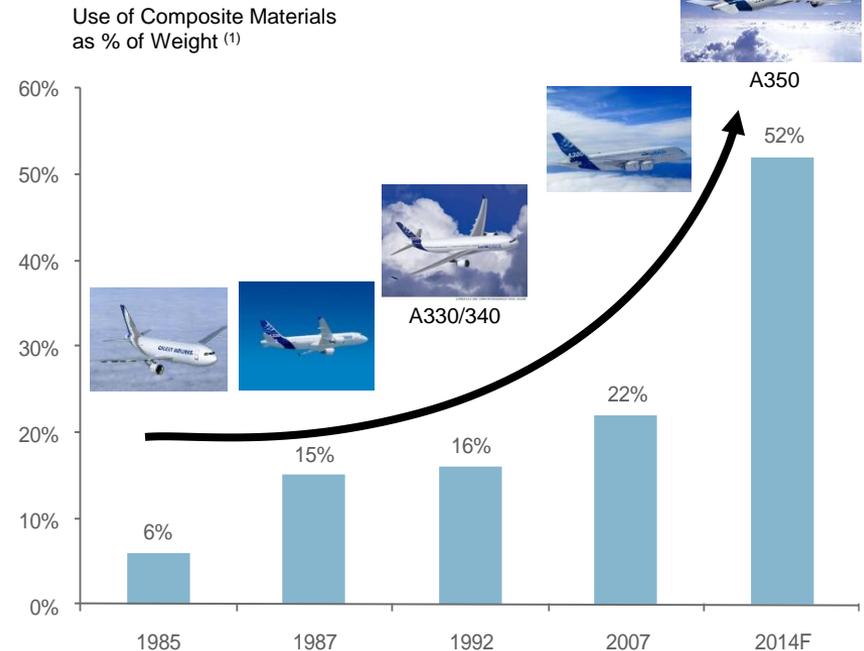
Progressive Use of Composite Materials

Boeing



Source: Roland Berger
(1) Year of entry in service of first version of aircraft

Airbus

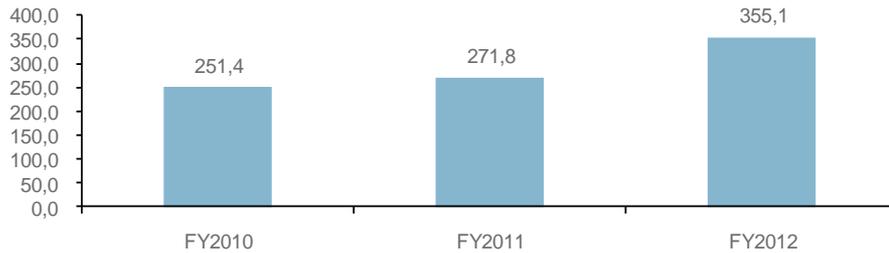


Source: Roland Berger
(1) Year of entry in service of first version of aircraft

Financials

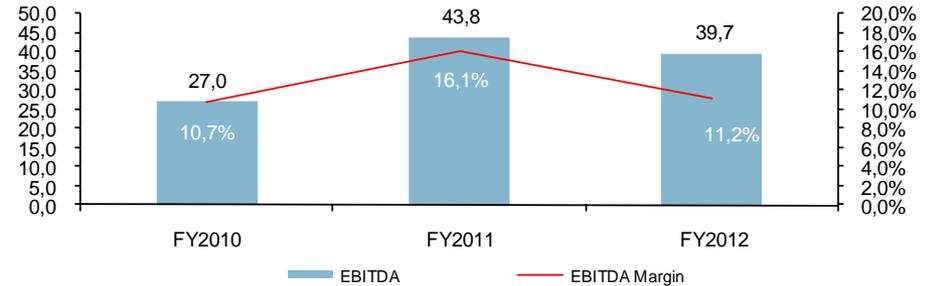
Financial Highlights: Overview

Revenue



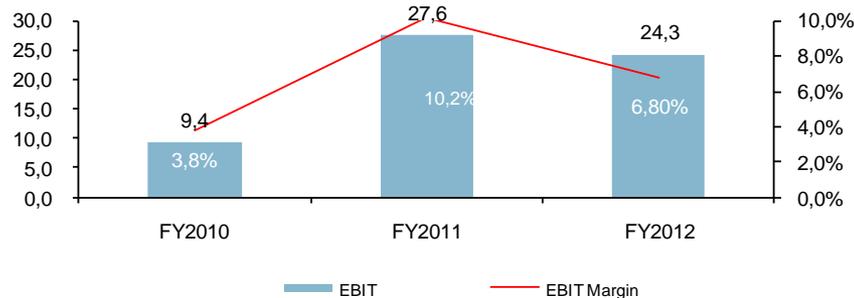
Source: Accountant's Report

EBITDA



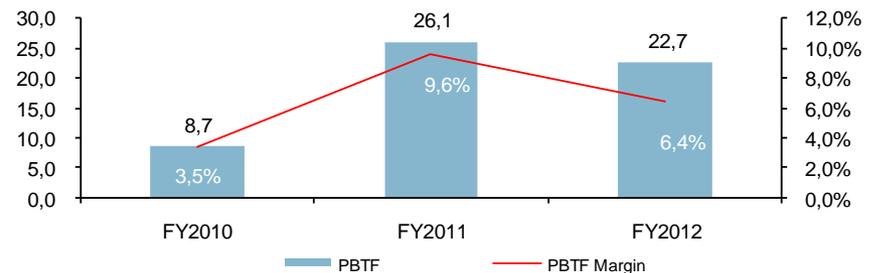
Source: Accountant's Report

EBIT (1)



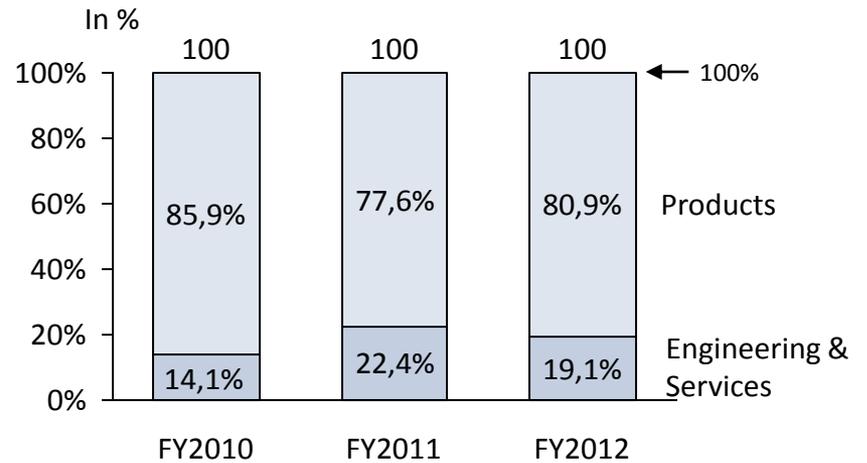
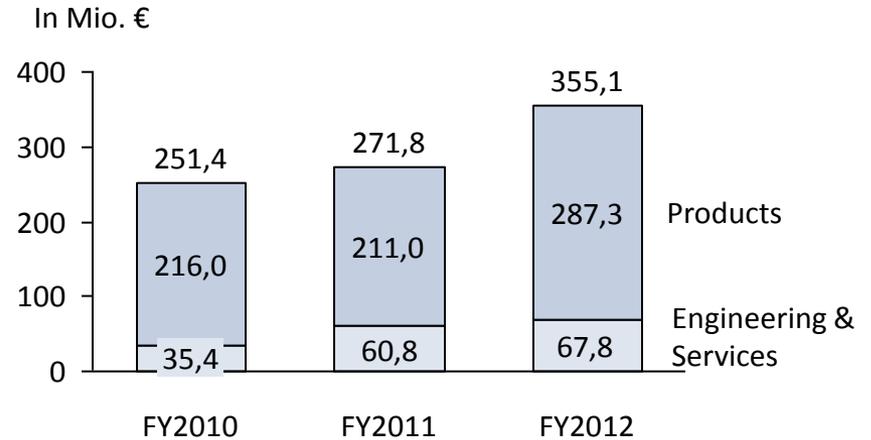
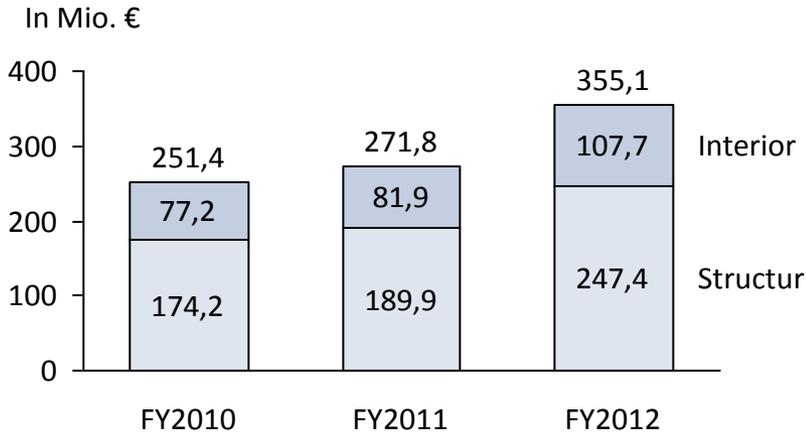
Source: Accountant's Report
 (1) Earnings before interest, taxes

PBTF (2)

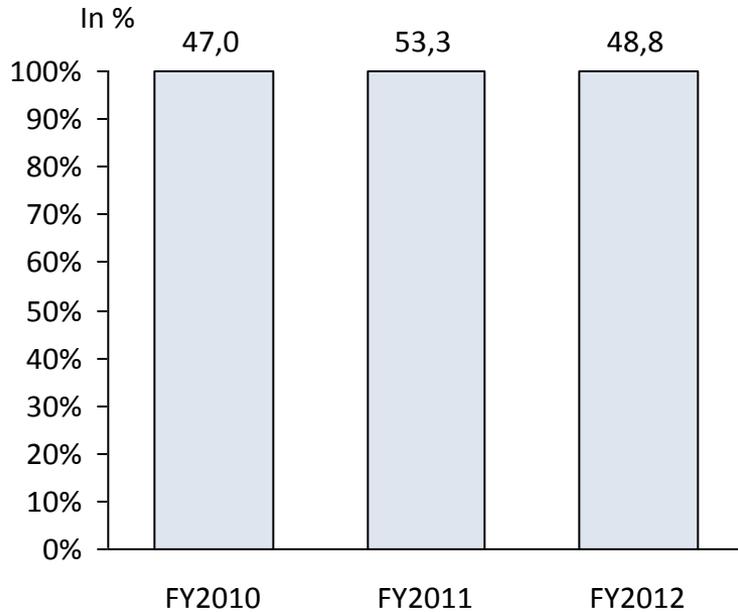


Source: Accountant's Report
 (2) Earnings (Profit) before taxes and fair value gains or losses from derivative financial instruments

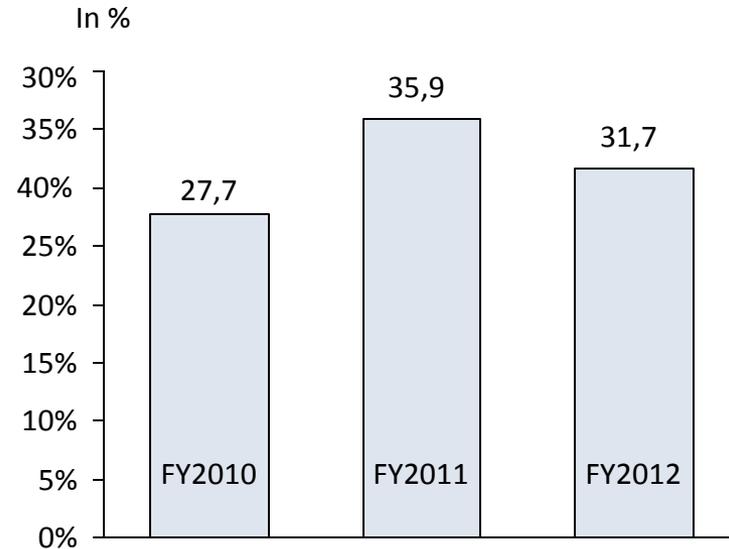
Financial Highlights: Revenue Contribution



* Equity Ratio in %



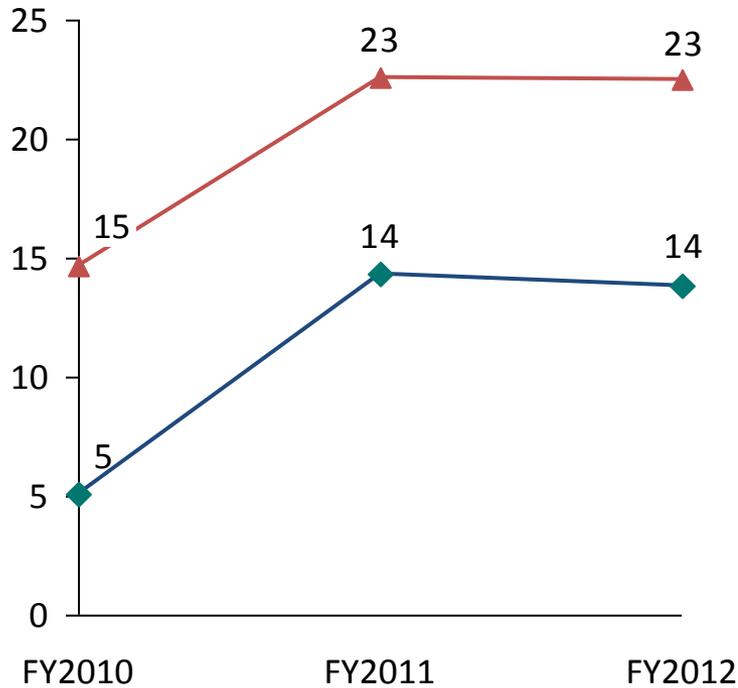
**Modified Equity Ratio in %



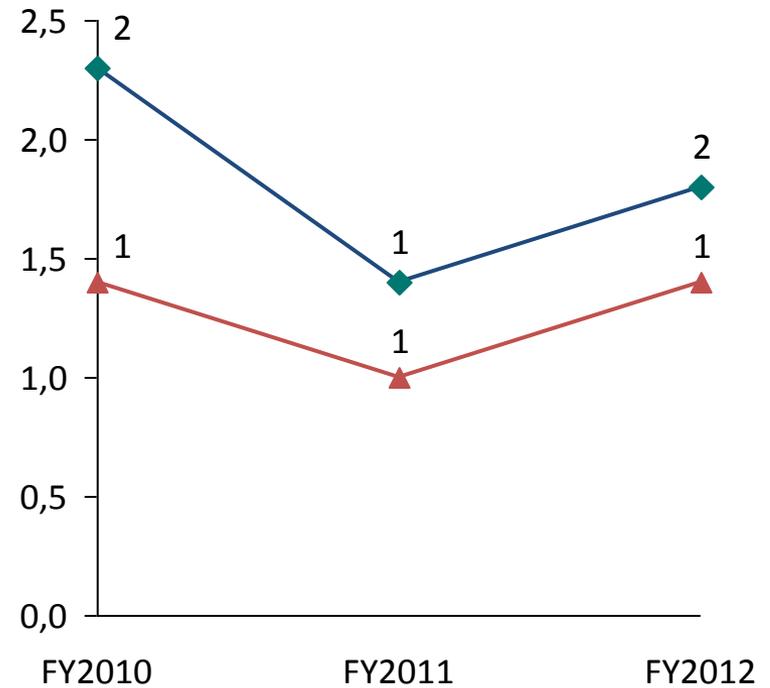
* Equity ratio: $\text{Equity} / \text{total assets}$ in %

** modified equity ratio in %
 = $(\text{Equity} - \text{intangibles}) / (\text{total assets} - \text{intangibles})$

Financial Coverage



◆ EBIT/interest expenses
▲ EBITDA/interest expenses



◆ Total financial Debt/EBITDA
▲ Net debt/EBITDA

Extend Your **Expectations**

We set a new standard together

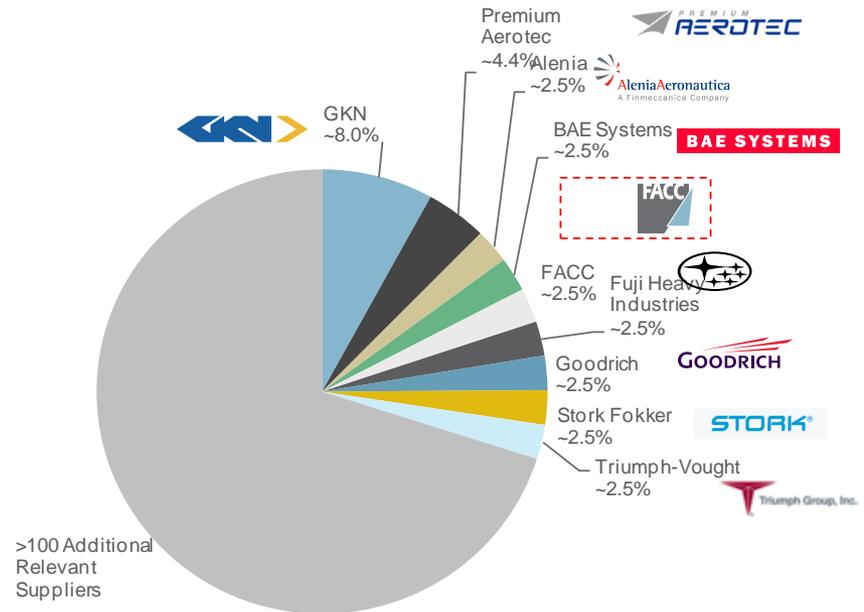
- **FACC Aerostructures**
- **FACC Engines & Nacelles**
- **FACC Interiors**

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